

Addendum A

Page 1 of 2

ORFORD BASE LAND VALUES

	MAP & LOT	ADDRESS	DATE OF SALE	SALE PRICE	TIME ADJUST	TIME ADJUSTED S.P.	LAND AREA (AC)	REAR LAND	EXCESS FRONT	VALUE OF PRIMARY PARCEL	CONDITION	CONDITION ADJ	VIEWS	LOCATION	LOCATION ADJ	INDICATED VALUE/AC
Sale 1	8/91-42C	Blackberry Hill Road	5/25/05	\$36,000	-2.00%	\$35,280	3.19	\$3,285	\$0	\$31,995	NO ACCESS UNDEV	1.67	NONE	AVG	1.00	\$53,432
Sale 2	8/91-42D	Blackberry Hill Road	4/1/05	\$53,000	0.00%	\$53,000	5.04	\$6,060	\$0	\$46,940	UNDEV	1.43	NONE	ABOVE AVG	0.91	\$61,083
Sale 3	8/91-32B4	Norris Road	8/20/04	\$90,000	7.50%	\$96,750	14.80	\$19,251	\$0	\$77,499	UNDEV	1.43	POTENTIAL	ABOVE AVG	0.83	\$91,984
Sale 4	8/108-16K	Sawyer Brook	4/21/05	\$43,000	-0.50%	\$42,785	2.30	\$1,950	\$0	\$40,835	UNDEV	1.43	NONE	ABOVE AVG	0.77	\$44,963
Sale 5	8/108-16N	Sawyer Brook	8/10/04	\$67,500	7.50%	\$72,563	3.50	\$3,750	\$0	\$68,813	UNDEV	1.43	POTENTIAL	ABOVE AVG	0.77	\$75,769
Sale 6	8/91B-18	Huckins Hill Road	10/1/04	\$6,000	6.00%	\$6,360	0.12	\$0	\$0	\$6,360	POSSIBLY NBD UNDEV	4.00	NONE	BELOW AVG	1.11	\$28,238
Sale 7	8/110-6A	Route 10	3/8/04	\$43,000	13.00%	\$48,590	4.34	\$5,010	\$0	\$43,580	ROW ACC CLEAR	1.43	NONE	ABOVE AVG	0.91	\$56,711
Sale 8	8/31-45	Off Rte 25A	12/14/04	\$188,000	3.50%	\$194,580	128.00	\$87,154	\$72,600	\$34,826	UNDEV	1.43	NONE	ABOVE AVG	0.91	\$45,319
Sale 9	8/31-55	Dame Hill Road	2/15/05	\$75,000	1.50%	\$76,125	15.00	\$19,530	\$12,100	\$44,495	UNDEV	1.43	NONE	ABOVE AVG	0.91	\$57,901
Sale 10	8/89-1J	Zaldastani Road	11/21/03	\$250,000	16.50%	\$291,250	34.65	\$32,178	\$0	\$259,072	UNDEV	1.43	EXC POTENTIAL	ABOVE AVG	0.83	\$307,493
Sale 11	8/89-1M	Zaldastani Road	2/2/05	\$275,000	2.00%	\$280,500	30.57	\$28,942	\$0	\$251,558	UNDEV	1.43	EXC POTENTIAL	ABOVE AVG	0.83	\$298,575
Sale 12	8/91-30A	Off Rte 25A	3/3/05	\$80,000	1.00%	\$80,800	9.30	\$8,964	\$0	\$71,836	ROW ACC CLEAR UTIL	1.33	DISTANT	ABOVE AVG	0.91	\$86,943
Sale 13	7/30-17	Route 25A	10/15/04	\$140,333	5.50%	\$148,051	137.00	\$60,180	\$49,500	\$38,371	UNDEV	1.43	NONE	AVG	1.00	\$54,871
Sale 14	7/32-8	Route 25A	11/30/04	\$63,533	4.00%	\$66,074	46.00	\$27,338	\$8,300	\$30,437	UNDEV	1.43	NONE	AVG	1.00	\$43,525

The adjustments applied in this analysis were taken from the assessment-record cards supplied. All adjustments, except the view adjustment, were applied. Sales 3, 5, 10, 11 and 12 have higher indicated values since they included views, for which no adjustment has been made. Greatest weight has been given to Sales 1, 2, 4 and 7 since they do not have views and are smaller lots, closer in size to the base lot size. These sales indicate a base land value of \$55,000 for a developed acre, can be supported. Sale 6 is an undersized parcel and its indicated value supports the land curve provided in the Revaluation Manual.

Addendum A

ORFORD REAR LAND VALUES

	MAP & LOT	ADDRESS	DATE OF SALE	SALE PRICE	TIME ADJUST	TIME ADJUSTED S.P.	LAND AREA (AC)	LESS PRIME ACRE	EXCESS FRONT	VIEWS	VALUE OF EXCESS LAND	INDICATED VALUE/ EXCESS AC	ADJ W/LAND CURVE	INDICATED VALUE/ACRE
Sale 1	8/31-55	Dame Hill Road	2/15/05	\$75,000	1.50%	\$76,125	15.00	\$42,400	\$12,100	NONE	\$21,625	\$1,442	\$1,542.58	\$1,542.58
Sale 2	8/89-1J	Zaldastani Road	11/21/03	\$250,000	16.50%	\$291,250	34.65	\$46,200	\$0	EXC POTENTIAL	\$245,050	\$7,072	\$8,316.85	\$8,316.85
Sale 3	8/89-1M	Zaldastani Road	2/2/05	\$275,000	2.00%	\$280,500	30.57	\$46,200	\$0	EXC POTENTIAL	\$234,300	\$7,664	\$8,814.03	\$11,722.66
Sale 4	8/91-30A	Off Rte 25A	3/3/05	\$80,000	1.00%	\$80,800	9.30	\$45,400	\$0	DISTANT	\$35,400	\$3,806	\$3,958.71	\$5,265.08
Sale 5	8/31-45	Off Rte 25A	12/14/04	\$188,000	3.50%	\$194,580	128.00	\$42,400	\$72,600	NONE	\$79,580	\$622	\$1,019.62	\$1,356.09
Sale 6	7/30-17	Route 25A	10/15/04	\$140,333	5.50%	\$148,051	137.00	\$38,500	\$49,500	NONE	\$60,051	\$438	\$732.01	\$1,464.02
Sale 7	7/32-8	Route 25A	11/30/04	\$63,533	4.00%	\$66,074	46.00	\$38,500	\$8,300	NONE	\$19,274	\$419	\$515.38	\$1,030.76

The base land value of \$55,000 has been deducted from the value. All adjustments, other than views, were applied. Sales 2, 3 & 4 have higher indicated values since they include views, for which no adjustment has been made. Giving greatest weight to Sales 1, 5, 6 & 7, indicates a value for the backland of \$1,500 per acre can be supported.

ORFORD VIEW FACTORS

	MAP & LOT	ADDRESS	DATE OF SALE	SALE PRICE	TIME ADJUST	TIME ADJUSTED S.P.	LAND AREA (AC)	REAR LAND	LESS PRIME ACRE	RESIDUAL VALUE ATTRIBUTED TO VIEW	VIEW FACTOR @ \$100,000
Sale 1	8/89-1J	Zaldastani Road	11/21/03	\$250,000	16.50%	\$291,250	34.65	\$32,178	\$46,200	\$212,872	2.13
Sale 2	8/89-1M	Zaldastani Road	2/2/05	\$275,000	2.00%	\$280,500	30.57	\$28,942	\$46,200	\$205,358	2.05
Sale 3	8/91-30A	Off Rte 25A	3/3/05	\$80,000	1.00%	\$80,800	9.30	\$8,964	\$45,400	\$26,436	0.26
Sale 4	8/91-32B4	Norris Road	8/20/04	\$90,000	7.50%	\$96,750	14.80	\$19,251	\$52,800	\$24,699	0.25
Sale 5	8/108-16N	Sawyer Brook	8/10/04	\$67,500	7.50%	\$72,563	3.50	\$3,750	\$57,200	\$11,613	0.12

All adjustments, other than view factors, have been applied to these sales. These sales indicate view factors ranging from 0.12 to 2.13 per \$100,000. These factors could be used as the basis for a model for view factors.

The factors and adjustments included in these spreadsheets are for illustrative purposes only. All adjustments were taken from the assessment-record cards, or derived from the factors used in the manual to reflect the condition of the property at the time of sale, included in the Orford Revaluation Guidelines, Sales Analysis, View Samples and Adjustment Factors, prepared for the Town by Avitar Associates of New England, Inc. The factors in these extraction analyses are the inverse of the factors included on the assessment-record cards. For example, Sale 2 in the Base Land Values analysis has a Site Improvement Adjustment of 1.43. This is the inverse of the 70% condition adjustment included in the land valuation portion of the assessment-record card ($100/70=1.43$). This allows the sale price to be adjusted back to the base land value in a multiplicative model.